



August Updates - Here to support you, as always



## Our New Sales Team Postcode Search In Focus

Meet your local Sales Representatives:

Enter your Postcode  [GO](#)

**Enter Your Postcode**  
Simply enter your postcode

**Find Sales Team**  
Your BDM or Telephone BDM will be shown below

**Contact Directly**  
Contact your BDM or Telephone BDM directly

The image shows a user interface for finding local sales representatives. At the top, it says "Meet your local Sales Representatives:". Below this is a search bar with a location pin icon, the text "Enter your Postcode", and a "GO" button. The interface is divided into three columns, each with an icon and a heading: a pencil icon for "Enter Your Postcode" (with the subtext "Simply enter your postcode"), a location pin icon for "Find Sales Team" (with the subtext "Your BDM or Telephone BDM will be shown below"), and a speech bubble icon for "Contact Directly" (with the subtext "Contact your BDM or Telephone BDM directly").

As part of our ongoing commitment to developing market-leading technological solutions to provide you with as streamlined a process as possible, we've launched a new Sales team postcode finder, enabling you to find your regional representatives in a couple of clicks.

The new system allows you to search by postcode, providing you with pictures and bios of the BDM and Telephone BDM for your area, along with direct links to contact them.

Getting access to market-leading Sales support has never been easier!

It comes off the back off a period of expansion and restructuring within the team to ensure you continue receiving the best possible service – you can read more about it

[here](#)

[\*\*Click here to use the new postcode finder\*\*](#)

## Video Focus: New Adviser-facing FAQ Series



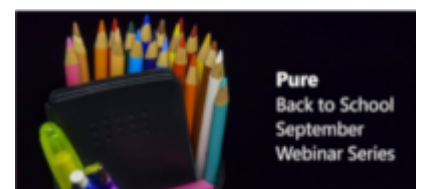
As well as our new postcode finder, we've also been developing our video offering to you. This has resulted in our new FAQ video series, in which our Sales team answer commonly-asked questions to keep you informed and updated about our business and how we operate.

In the first edition, our BDM for the North Daniel Edmondson talks about our digital application process. Click the image to watch, and be sure to subscribe to be notified of fortnightly content going forward.

## Business Update

### Back To School Webinar Series

We've a great series of events lined up throughout September, with a host of great guest speakers sharing their knowledge and insight across a number of areas of the market to help you best serve your customers and make the most of market opportunities. Keep your eyes peeled for more details coming up!



## Financial Reporter Women's Recognition Awards

We're proud and excited to see that our Head Of Service Delivery, Suzanne Latimer, and National Accounts Manager Hattie Tales are finalists in the Financial Reporter Women's Recognition Awards. They've made an invaluable contribution to our business so to have them recognised by the wider industry is fantastic.



## Meet Your Sales Team

As part of our Sales team restructuring all of our BDMs have filmed introductory videos to give you the chance to put a face to a name, and gain a bit of background on your Sales support. [Head over to our YouTube channel](#) to meet the team!



## Quarterly Report

The latest edition of our Quarterly Report is due to land soon, giving you a one-stop resource to review the headlines from this year and what it means for the market going forward. In the meantime, why not [familiarise yourself with previous editions](#) as part of our market-leading adviser toolkit?



## In the News

[40% of equity release used to clear existing debts in H1 2020](#)

[Pandemic could spark increased ER demand for intergenerational support](#)

[Brits have more faith in property than pensions to grow retirement fund](#)

## Latest Customer Feedback

**"Very quick, no messing, done the job"**

Mr & Mrs Gowler, Cambs

**"Everything explained. Everything straightforward"**

Mr & Mrs Barton & Winch, Chelmsford



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